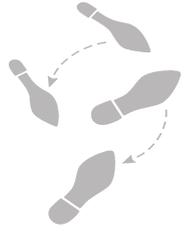


dancing with the ndis



Choreograph and deliver the best outcome for your client

This niche workshop helps participants to interact strategically with the NDIS. It's easy to have an adversarial mindset with the NDIS. But that mindset is going to blinker you. You're going to miss opportunities. Participants discover ways to boost their bargaining power in a professional manner. Indeed, this course will also give you tools to communicate more effectively with the NDIA. One of the biggest gripes of the NDIA staff is that they receive poorly written plans and emails. A plan gets buried in adversarial correspondence. If you treat the NDIA staff with contempt, you'll receive the same in return.

Imagine the perfect dance. Each partner performs their part splendidly. At the end of the dance, the partners bow and everyone wins.

- Articulate exactly what you want from the NDIS
- Use transactional analysis techniques to position your case
- Compare your grievance with the prioritised needs of your clients
- Discover how your commercial acumen can improve client outcomes
- Put yourself in the shoes of the most wretched NDIA employee who's having a really bad day
- Discover proven methods to boost your bargaining power
- Ask for the best alternative to your request
- Discover strategies to deal with difficult people
- Ask open ended questions to spot opportunities
- Discover how to write persuasively
- Use behavioural styles to persuade people



“Participants discover ways to boost their bargaining power in a professional manner”

NUTS & BOLTS

Would you like to attend this program?

For maximum effectiveness, this program is best conducted as an in-house program.

Venue: For your convenience, you can choose to conduct this program at your offices. Alternatively, we can provide a training venue at a small additional cost

Email: Deborah at ddear@preftrain.com.au

or visit our website today: www.preftrain.com

Ideal group size: 6-10 participants

Duration: We can tailor to meet your timeframe.

Cost: Price on request.

Target Audience: Health professionals, and case workers dealing with the NDIS

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